

DUMPS ARENA

Selling the Value of HPE Hybrid IT Solutions

HP HPE2-E70

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QUESTION NO: 1

What is a benefit of HPE InfoSight?

- A. It uses predictive analytics to improve IT efficiency by solving issues before the customer is even alerted.
- B. It uses AI to determinate whether workloads should run in the cloud or on-premises.
- C. It allows customers to curb secondary data copy sprawl and provide compliance for Service Level Agreement (SLA) data protection requirements.
- D. It simplifies hardware lifecycle management with single pane of glass management.

ANSWER: A

QUESTION NO: 2

What is the way that intelligent storage helps customers address business issues? (Choose two.)

- A. Control cloud spend with cost and utilization insights for all cloud services.
- B. Reduce time to stand up infrastructure from hours to minutes.
- C. Optimize data to the right economic model.
- D. Ensure that data complies with regulations and security policies.
- E. Manage resources and services across a hybrid cloud environment.

ANSWER: B C

QUESTION NO: 3

Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

- A. HPE OneSphere
- B. HPE OneView
- C. HPE GreenLake Flex Capacity
- D. HPE StoreOnce Catalyst

ANSWER: A C

QUESTION NO: 4

What is the way that HPE Synergy helps customers to accelerate innovation? (Choose two.)

- A. Its machine learning algorithms enable IT to resolve problems before they cause issues.
- B. Its template-based provisioning approach cuts service deployment time from weeks to minutes.
- C. Its Data Virtualization Platform makes data more accessible to IT and speeds IT processes.
- D. Its siloed approach to resource deployment ensures that each IT team can work at peak efficiency.

ANSWER: A B

QUESTION NO: 5

How does digital disruption affect customers purchasing decisions for storage solutions?

- A. To support the new generation of apps and data, customers need the right storage solutions designed to cope with these new demands.
- B. To develop an intelligent infrastructure, customers need to migrate the majority of their infrastructure to the public cloud.
- C. To compete with cloud-based companies, most IT organizations IT departments are doubling or tripling IT budgets compared to five years ago.
- D. To go digital, companies need to virtualize their data center, which begins with virtual storage.

ANSWER: D

QUESTION NO: 6

How does selling HPE GreenLake Flex Capacity benefit HPE Partners?

- A. shortens the selling cycle on the initial engagement
- B. enables them to focus their selling efforts on the customers' senior IT manager
- C. allows them to provide an attractive solution for customers who focus on price for unit
- D. helps them establish a long-term relationship with their customer

ANSWER: D**QUESTION NO: 7**

You are proposing HPE GreenLake Flex Capacity to a customer. The customer objects that cost of the service will be greater than the initial cost of purchasing a solution in the traditional way. What is the point that you should explain?

- A.** While the TCO for HPE GreenLake Flex Capacity might be high, the service over-provisions to protect the customer from the costs of downtime.
- B.** At the end of the term of the HPE GreenLake Flex Capacity service, the customer has the option of purchasing the equipment at a discount.
- C.** HPE GreenLake Flex Capacity deploys the customer workloads in a variety of HPE and partner clouds, which is inherently cheaper than on-prem deployment.
- D.** The initial cost of purchasing a solution represents just a small percentage of the total cost operating the solution.

ANSWER: C**QUESTION NO: 8**

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tight budgets and cannot afford a large capital expenditure. Which solution should you emphasize when talking with this customer? (Choose two.)

- A.** Data security and backup from HPE Recovery Manager Central
- B.** Pay-per-use consumption models from HPE GreenLake Flex Capacity
- C.** AI-driven automation from HPE InfoSight
- D.** Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage
- E.** Multi-cloud management and insights from HPE OneSphere

ANSWER: B C**QUESTION NO: 9**

How should you tailor the conversation to best engage an organization's line of business (LOB) decision makers?

- A.** Dig into specifics for each solution or product that you propose.
- B.** Avoid talking about IT-related topics as LOB managers aren't involved in IT spending.

- C. Highlight the purchase price of HPE solutions and compare costs against competitors.
- D. Focus on how an IT solution can help them address their business problem while keeping costs low.

ANSWER: C